
From: Barry Cadden
Sent: Tuesday, January 17, 2012 12:22 PM
To: 'Bob_Fink@chs.net'
Cc: Robert Ronzio
Subject: FW: CHS History - NECC (2).xlsx

From: Barry Cadden
Sent: Tuesday, January 17, 2012 12:00 PM
To: 'Bob'
Cc: Robert Ronzio
Subject: RE: CHS History - NECC (2).xlsx

Hello Bob,

I apologize but I assumed based upon the extent of your relationship with Ameridose that you would know more about the hierarchy of NECC, who we are, and how we operate. I will try to explain who we are and how we operate. Rob has been the point-man for this process because he manages my entire sales dept and is the best qualified individual to deal with the process and keep it organized. I ultimately decide what NECC does and when we do it so I have been 100% involved with this process since the beginning but "I" as the DOP and President of this company could not possibly have given you and this relationship the time and attention it deserves over the past month or so. I started this company with my wife (a pharmacist also) in 1998 as the only "compounding-only" pharmacy in New England at the time and have grown it to this size + level of success by making EVERY important decision on a daily basis since then. I not only direct sales thru Rob on an "hourly" basis at times, but also personally direct our clean room teams, non-sterile lab team, quality dept., finance... etc on a daily basis. Ameridose was spun directly from NECC under my personal direction about 6 years ago and I have help to build and manage it as a member of the board of directors over the years. I currently still help direct that company (mostly big-picture items at this point but I will get down in the weeds if they need me to.) in my "spare" time but my primary job is and has been as President of NECC. Both companies are 100% family owned + operated. I sometimes say that NECC and Ameridose are my 4th + 5th children. NECC's doors are always open to you if you choose to visit our facility in sunny Framingham. I hope that this information gives you a clearer understanding of NECC and how we operate. Feel free to contact me at any time and we look forward to servicing you and your facilities in the future.

Regards,

Barry J. Cadden, R.Ph.

From: Robert Ronzio
Sent: Tuesday, January 17, 2012 10:55 AM
To: Barry Cadden
Subject: FW: CHS History - NECC (2).xlsx

From: Fink, Robert Michael [mailto:Bob_Fink@chs.net]
Sent: Tuesday, January 17, 2012 10:37 AM
To: Robert Ronzio
Subject: RE: CHS History - NECC (2).xlsx

Everything is looking good and I appreciate your quick response to all my questions. However, I would like more information about your company's leadership. Your competitors are pharmacist lead and they have either traveled to Nashville or called me personally. I am considering doing business with you, but this has been solely based upon our current relationship with Ameridose. I really need to know with whom I am doing business.

Thanks

Robert Fink, Pharm.D., MBA, FASHP, BCNSP, BCPS | Sr. Director, Chief Pharmacy Executive | Community Health Systems
| 4000 Meridian Blvd | Franklin, TN 37067 | P (615) 465-7404 | F (615) 465 -2934 | bob_fink@chs.net | www.chs.net

From: Robert Ronzio [<mailto:rrozio@medicalsalesmgmt.com>]

Sent: Tuesday, January 17, 2012 9:11 AM

To: Fink, Robert Michael

Subject: FW: CHS History - NECC (2).xlsx

Good morning Bob,

Please see below the answers to your questions. I have also updated the pricing sheet to reflect the changes.

1. I completely understand and agree with your concerns for the for concentrated irrigation solution syringes. We offered the syringe to some of our clients who have limited cold storage space. We offer them in the bottles as well which you have already requested pricing for.
2. No a syringe cannot be attached to out LET gel syringe. It is a blue plunger amber topical oral syringe which makes it impossible to attach a needle. We treat this as a sterile product "sterilized topical oral syringe."
3. Our chief pharmacist is Barry J. Cadden
4. The pricing you requested is as follows.
 - a. Hyaluronidase 150u/ml 1ml vial preservative free \$18.00 min. order of 5
 - b. Methacholine kits both stock 1 and 2 \$75 min. order of 5
 - c. Kphos 5ml vials \$10 min. order of 5

I look forward to hearing back from you.

Thank you,

Bob

From: Fink, Robert Michael [mailto:Bob_Fink@chs.net]

Sent: Monday, January 16, 2012 6:42 PM

To: Robert Ronzio

Subject: RE: information you requested from Friday

What are the prices for the 2 methacholine kits? Also, pricing for HY150. Is this a syringe or vial?

Also, I am not comfortable with the antibiotic irrigations in leur-lock syringes. This is just a set up for a drug misadventure. Can you put them in any other syringe or container? Also, can a needle be attached to the LET gel syringe?

What is the price for the K phos in vials?

Who is your chief pharmacist?

Thanks

Robert Fink, Pharm.D., MBA, FASHP, BCNSP, BCPS | Sr. Director, Chief Pharmacy Executive | Community Health Systems
| 4000 Meridian Blvd | Franklin, TN 37067 | P (615) 465-7404 | F (615) 465 -2934 | bob_fink@chs.net | www.chs.net

Robert Ronzio

National Sales Director

Medical Sales Management

Representing: **NECC**

Direct Line: (508) 656-6546

Cell Phone: (508) 816-1714

Fax: (508) 820-9401

rronzio@medicalsalesmgmt.com

www.Neccrx.com

NECC - A vital resource for sterile and non-sterile compounding medications.

Disclaimer: This electronic message may contain information that is Proprietary, Confidential, or legally privileged or protected. It is intended only for the use of the individual(s) and entity named in the message. If you are not an intended recipient of this message, please notify the sender immediately and delete the material from your computer. Do not deliver, distribute or copy this message and do not disclose its contents or take any action in reliance on the information it contains.